

# BZ Mailing Services, Inc.

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Postal Regulatory Commission  
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Postal Regulatory Commission  
901 New York Avenue NW  
Suite 200  
Washington DC 20268

June 17, 2021

To PRC Chairman, Vice Chairwoman and Commissioners;

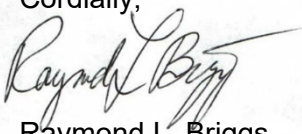
I am writing today to voice my concerns and comments regarding the Price Change request submitted by the USPS.

BZ Mailing Services is a direct mail company. We process and mail for various businesses. One of our customers has been averaging over 2 million pieces of automation First-Class postcards per month. This represents a large portion of our sales. According to the information available on the USPS website, the USPS is requesting the rate for an automation First-Class postcard to increase by approximately 14%. This would represent an increase of over \$78,000.00 per month to our customer. This will have a detrimental effect on our customer, requiring them to reduce their mail volume. And this is only one of our customers. I am sure most of our other customers will make the same adjustments to their mail volume.

There are several points I wish to make:

- From the information I have read in the UPS filing, the increase for Presorted First-Class letters and postcards is supposed to be 7.44%. According to the rates posted on the USPS website in Notice 123 effective August 29, 2021, the actual increase for Automated Postcards is 14%. How can this be?
- According to the USPS request, page 6 states:  
*"Despite an overall decline in First-Class Mail volume, Automation Letters volumes have been steadier – over the last four years, they have declined at only about one-third the rate of Single-Piece Letters. Over the same time period, 5-Digit Automation Letters volume has increased."*  
If the volume of Automation Letters has not been declining as fast as Single-Piece Letters and 5-Digit Automation Letters volume has increased, why change those rates? I believe that this rate increase will be counter intuitive. Large mailers with set postage budgets will reduce their mail volume to compensate for the rate increase. This will result in a zero-net increase in the revenue the USPS is hoping to generate.
- This increase will affect small businesses as well. With the country beginning to come out of the pandemic some business will rely on direct mail as a means of advertising. They will find it more difficult to afford the increased postage costs and may decide not to use mail at all.
- This price change request combined with the recent USPS request for slower service standards means that the USPS is asking their customers to pay more money for slower service. If we did that as a company, our customers would not be happy.

Cordially;



Raymond L. Briggs,  
President